



**PRESS  
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# FINCONS GROUP: OVERVIEW

## **THE GROUP**

FINCONS GROUP is a privately owned IT Business Consulting firm. For 35 years it has developed a reputation for being a growth enabler.

After posting a constant growth, it has turned into a multinational corporation: expertise, skills, R&D investments and a drive to innovate make it stand out as a trusted partner to meet clients' highest expectations.

FINCONS GROUP is headquartered in Küssnacht am Rigi, Switzerland, and has offices in Bern, Lugano and Zurich. In Italy it has offices in Milan - Main office in Italy, Verona, Rome, Bari and Catania, in the UK in London. In 2017 the Group, which serves a broad range of international clients, has expanded also in the USA, with the opening of two new offices in New York and Los Angeles.

## **THE VISION**

*Overcome the Future*

The mission is to be the partner of choice for information system design, implementation and development to gain a competitive edge and improve responsiveness.

## **THE VALUES**

Expertise, flexibility, excellence, quality, innovation and passion capture in words what the Group stands for. These core values drive the way FINCONS GROUP helps companies on their journey towards new business models.

## **THE OFFERING**

FINCONS GROUP supports business development through innovation, delivering end-to-end software solutions for the Energy & Utilities, Financial Services, Manufacturing, Media, Public Administration and Transportation industries.

Innovation has driven the FINCONS GROUP growth to date. The International Business Development and Innovation division and collaborations with industries, public bodies, research centres and national and international universities have kept the momentum going. Tapping the full potential of international research projects, FINCONS GROUP is able to pass onto clients innovation that serves the business and charts a course for digital transformation.

# FACTS AND FIGURES

- The Group was founded in **1983**
- **10** branch offices across Europe, **2** in the United States:
  - **FINCONS GROUP AG (Küssnacht am Rigi, Bern, Zurich, Lugano)**. The parent company is headquartered in Küssnacht am Rigi, Switzerland, with operating offices in Bern, Zurich, Lugano. FINCONS GROUP AG also controls FINCONS SpA, Fincons Consulting Limited and Fincons.US.
  - **FINCONS SpA (Milan - Main Office Italy, Verona, Rome, Bari, Catania)**. Five operating offices, scattered across the country, ensure close proximity to businesses and deep understanding of the local environment.
  - **Fincons Consulting Limited (London)**. The fully owned subsidiary of Fincons Group AG has commenced UK operations after signing a leading European broadcaster.
  - **Fincons US (New York, Los Angeles)**. Having a presence in the United States enables Fincons Group to reach out to the largest broadcast market globally and demonstrate its extensive expertise.
- Over € **100** million of sales revenue in 2017
- Over **200** Clients

## QUALITY

FINCONS SpA was granted the UNI EN ISO 9001 certificate for:

- software solution design, development, installation and maintenance
- IT consulting services to design, develop and maintain management software solutions

# THE BUSINESS

FINCONS GROUP works with clients across various industry segments such as:

- Energy & Utilities
- Financial Services (Banking & Insurance)
- Manufacturing
- Media
- Public Administration
- Transportation

FINCONS GROUP provides client-tailored services in consulting, design, development and application management, developing scalable and cost-effective solutions for any size of business from SMEs to large organisations.

FINCONS GROUP strives to deliver innovative solutions for all of its clients, harnessing the latest technology to make business systems and processes more agile and ensure support throughout the value chain.

Clients are supported at all stages of the IT innovation project.

## IT BUSINESS CONSULTING

Drawing on extensive experience across all industries and technology know-how, FINCONS GROUP offers clients a broad spectrum of IT consulting services:

- Business requirements analysis
- Feasibility studies and cost/benefit assessment
- Process analysis and optimisation
- Program & Project Management
- IT Strategy&Transformation

## CORE BUSINESS SOLUTION DEVELOPMENT

Thanks to Business Units specialized in target sectors, FINCONS GROUP applies valuable industry-specific insights to develop complex process-based projects and mobilise the right people, skills and technologies to identify and shape solutions best suited to each client's needs.

## SYSTEM INTEGRATION OF INTERNATIONAL VENDORS PRODUCTS

Teaming up with prominent international vendors, FINCONS GROUP delivers System Integration services for:

- Digital, Web & Mobile
- BI, Analytics & Big Data
- CRM
- BPM and document management
- ERP

Through key partnerships and alliances, FINCONS GROUP is able to provide also best-of-breed industry-specific solutions to support market core business processes.

## PROPRIETARY SOLUTIONS

FINCONS GROUP has developed a suite of proprietary application packages, such as:

- **FiscalOne:** an advanced solution to address the complexity of corporate tax compliance (Corporate Income Tax and Regional Production Tax) at single Company or Group level
- **Commerce4Media:** a packaged solution based on Magento e-commerce platform, customized to address the specific needs of an advanced OTT service. A new tool to sell, manage and deliver multimedia content online, anywhere and anytime
- **MENS (Management of Engagement System):** the Fincons Group's solution for business partner performance evaluation. Its core components make it possible to measure, calculate and manage business partner performance with a tailored, flexible and rapid approach responding to different business requirements (or different application processes).

## IT SERVICE IN SMART-SHORE

The IT Service in Smart-shore is a FINCONS GROUP hallmark and one of the strengths of the value-based offering. The Delivery Center in Bari, Southern Italy, delivers System Building and Application Management services through an innovative methodology. The Group experts work with clients and interact with Delivery Center remote development teams.

An all-Italian talent pool of more than 430 professionals delivers excellent IT services at competitive costs, through smart flexibility.

# INTERNATIONALISATION

Back in 2013, FINCONS GROUP strategic plan chose internationalisation as a growth strategy. For 2018 the plan is to continue and consolidate the Group achievements (+20% growth a year) and reach a sales revenue of **€ 120 million** at the end of the year.

The strategic plan is geared towards:

- Enhancing BU competencies
- Participating in EU-funded international projects
- Entering target countries
- Teaming up with international vendors
- Strengthening our Smart-shore delivery option

In line with this strategy, the IBD (International Business Development) and Innovation Division was set up in 2013 with a view to bringing our distinctive skills worldwide.

The focus is the UK, providing a lively environment and a virtual bridge between Europe and the US to bring in new technology.

As to its drive to innovate, FINCONS GROUP actively participate in international projects and use its research-based knowledge to expand product and service offerings and keep pace with the rapidly changing business requirements.



# FINCONS GROUP ACADEMY

The FINCONS GROUP top-notch solutions and services are driven largely by consistent investment in human resources and training. The FINCONS GROUP knowledge building process is closely connected with Bari FINCONS GROUP Academy.

The Business School specialises in application development and business process training, delivering classroom and hands-on workplace training.

Fresh graduate job placement rate within the Group is 97%.

# TOP MANAGEMENT

## MICHELE MORETTI, FINCONS GROUP CEO



FINCONS GROUP CEO, Michele Moretti is the man behind the growth and success of the Group contributing to the planning and execution of its long-term business strategy and the implementation of its global operating model. He previously served as the Group's Technical Manager and Sales Manager. After earning a degree in Engineering, he started his career at Falck, where he subsequently held production, sales and organisation positions, prior to holding a leadership role.

## FRANCESCO MORETTI, FINCONS GROUP Deputy CEO and Fincons.US CEO



FINCONS GROUP Deputy CEO and Fincons.US CEO, Francesco Moretti has held a wide variety of leadership positions across key parts of the Group's business. Today, he contributes to defining the company's strategic direction. He is well versed in Budgeting, Controlling and Reporting, after working extensively at Essroc (Italcementi) in Nazareth, Pennsylvania. He holds a degree in Management Engineering.

## FRANCO CAMMAROTA, FINCONS GROUP Board Chair



Franco Cammarota joined FINCONS GROUP in 1995. He is Chairman of the Board of Directors and deals mainly with administration and finance. Prior to joining the Group, he held leadership positions in banking and taught at universities in Italy and Belgium. He holds leading positions in a number of national and international organisations. He was awarded the insignia of Grand Officer of the Italian Republic. He holds a degree in Economics.

## AGOSTINO PANZERI, FINCONS GROUP Partner



As FINCONS GROUP Partner, Agostino Panzeri manages key accounts and focuses on the evolution of some proprietary packages. He has contributed to developing solutions for assets, warehouse, purchasing, credit management, and payroll. Prior to joining the Group, he held leadership positions in a number of industries, thus gaining know-how in information system analysis and development.

## MARCO RAVELLI, FINCONS GROUP Territory Manager Switzerland and Member of the Board of Directors



Marco Ravelli is Switzerland Territory Manager and Member of the Board of Directors FINCONS GROUP AG. He joined the Group in 1998 in Lugano, where he served in a variety of leadership positions. He had previously worked for a prominent Swiss banking group, focusing on the analysis and implementation of software packages for accounting, controlling and HR management.



**FINCONS**  
**GROUP**

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